USSOCOM ACQUISITION

USSOCOM Chemical, Biological, Radiological, and Nuclear (CBRN) Conference

3 December 2003

TILO

Technical Industrial Liaison Office

- Gateway to Headquarters USSOCOM
- Unsolicited proposals, white papers and gratuitous offerings
- APBI

Types of Visits

- Contractual
- Tasking from PM
- Social events
- Personal
- Marketing your firm

Process

- Either
  - Telephone a known Contact
  - Send your information to TILO
- Agree to date
  - With known contact
  - With interested party from staffing by TILO
- Set up location
- Coordinate support

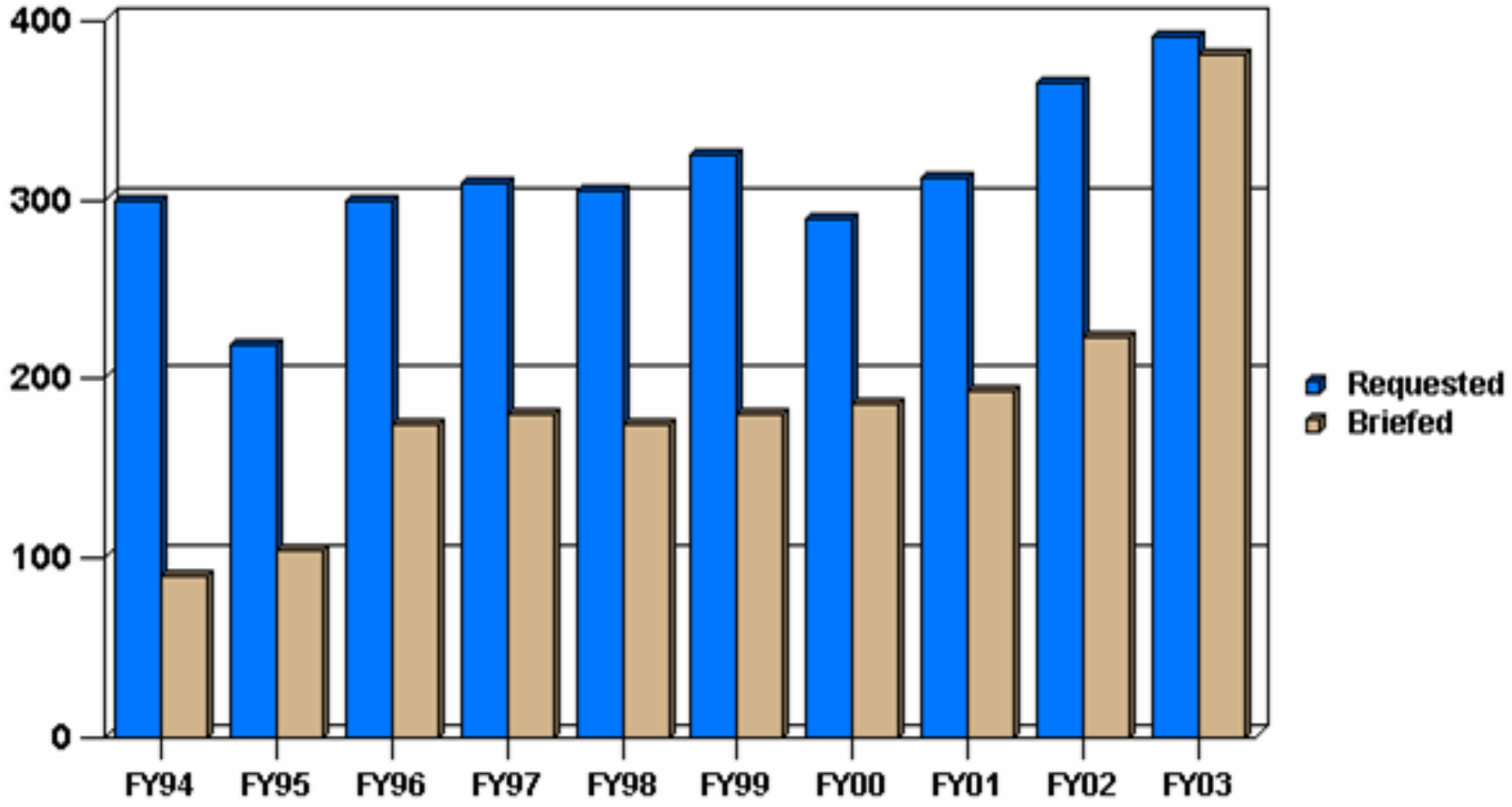
Needed Information

- Firm/Address/Phone
- Product/Service description
- Proposed dates
- Classified??
- Audio/visual support needed
- Target Audience?

What are the Benefits

- Equal treatment
- Equal access to all with items of interest
- Uncompromised competitions
- Protect acquisition sensitive information
- Exposure to entire Command
- Audit trail
- Records

Requests for Briefs



Unsolicited Proposals

- **Published guide for USPs**

- **Federal Acquisition**

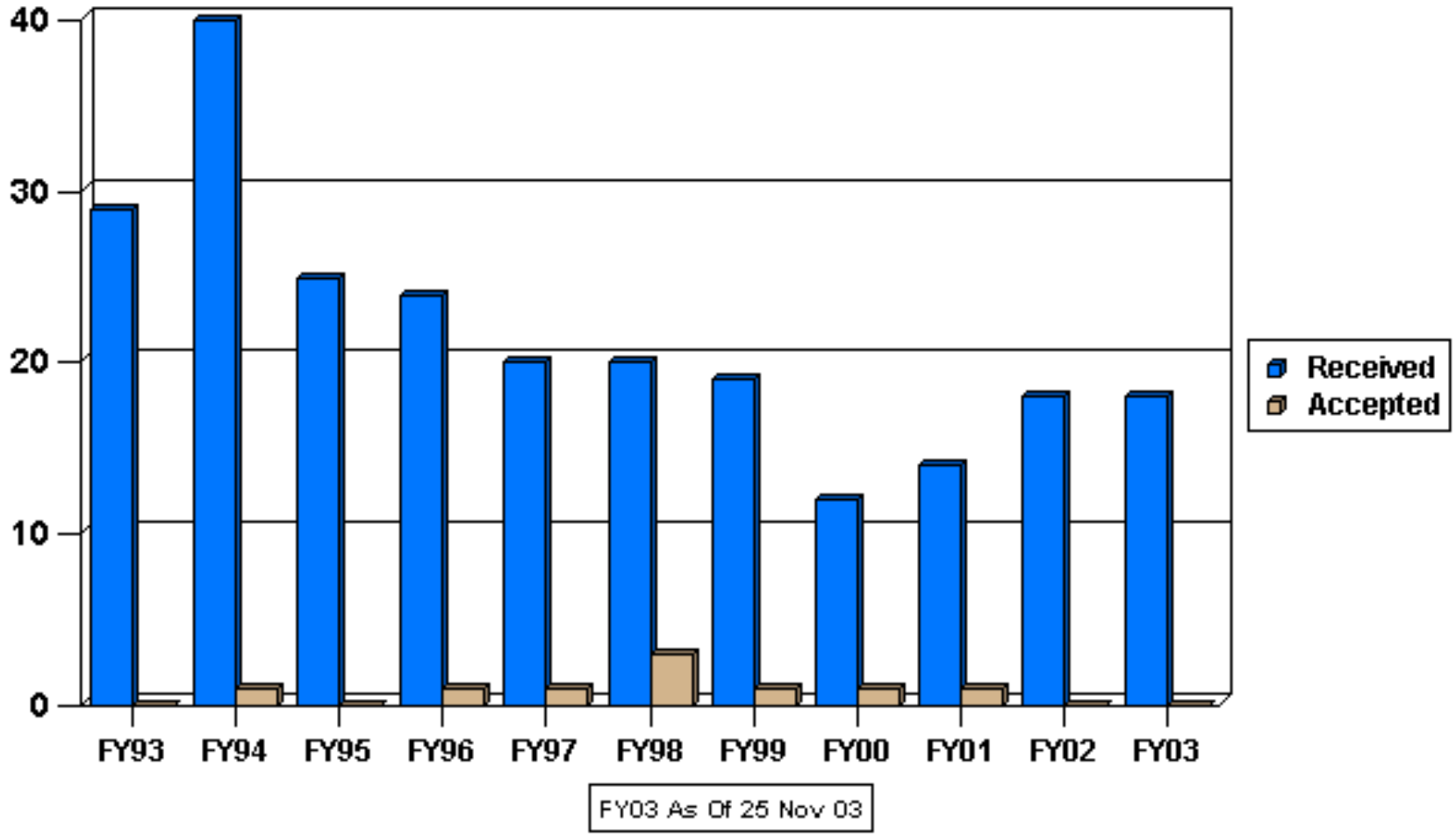
Regulation
requires a single coordinator

- **NEW Contact Mrs. Karen Pera Deputy Director of Small Business 813 828-7549, perak@socom.mil**

Review Process

- **Review by staff**
  - **Applicability to SOF**
  - **Meet needs of MNS/ORD**
  - **Technically unique and innovative**
- **Acceptable proposal *<u>does not</u>* guarantee contract award**
- **Competes for funding**

Unsolicited Proposals



APBI

SOF Week/Advance Planning
Briefing to Industry

Next Year

May 11-15, 2004

How to Contact

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